



Mr. Nitin Seth

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“Nitin has been Chairperson of NRC Haryana and GIC Forum running initiatives during past four years, shaping vision and strategy for our industry. We have a unique opportunity to develop the IT/BPM industry as shining example of building world-class capabilities from India, and Nitin would like to continue his contribution.”

What contribution do you think you can make to the Executive Council and NASSCOM?

I have been deeply associated with NASSCOM in multiple capacities. I set up the GIC forum for North India and chaired it for 3.5 years and was a founding member of the national council. I led the work on defining vision and roadmap for GICs on behalf of the industry and have been a persistent evangelizer of the Value Addition potential of GICs. My second association with NASSCOM has been with the Regional Council for Haryana (NRC). I have been chairing the NRC for past two years and have been its co-chair for two years before that. NRC is working towards the vision of making Haryana “bigger and better than Silicon Valley”. To realize this vision among other things, we have taken multiple steps to improve the infrastructure in Gurgaon and work with the state government to develop a forward looking IT Policy for the state.

Both NRC and GIC are underrepresented at the EC level. NRCs can benefit a lot by national coordination and EC connect, and I can play a key role building on my past work, and further add to NASSCOM impact by a concerted effort at centre and state levels. Further, (unlike Indian IT majors) GICs bring in global customer access to start-ups to fuel innovation and I can help NASSCOM systematically tap this potential. In addition to these, I can bring to the EC strategy and problem solving skills given my long association with McKinsey. I hope to use these to help shape a compelling vision and roadmap for the IT-BPM industry and help realize its potential as a foremost engine of modern India’s growth

What according to you ought to be the key agenda of the NASSCOM Executive Council going forward?

NASSCOM has put a lot of focus on innovation and start-ups in recent years. I believe this is the right direction but lot more work needs to be done to translate this intent into reality. Technology Megatrends and the unprecedented velocity of change in the business world are creating tremendous opportunities for disruptive innovation. It is imperative that we lead that change and are not caught in the complacency of our relative success as an industry. To realize the opportunity NASSCOM Executive Council should focus on the following 5 priorities:

- Encouraging start-ups with the ambition of becoming the 2nd largest start-up hub in the world after the US in the next 3-5 years
- Spark innovation by facilitating best-practice sharing

- Work with the Government at both Centre and State levels to develop forward-looking IT policy
- Invest in re-branding India as the “innovation capital of the world”
- Focus on regional councils (NRCs) as a mechanism to increase the reach and impact of NASSCOM closer to members

What more should NASSCOM do specifically for SMEs within the industry?

Success of SMEs is a critical factor if we want to achieve our aspiration of being the “innovation capital of the world” and take the Indian IT-BPM to a next level. I feel NASSCOM should consider the following 5 actions to encourage SMEs:

- Facilitate coaching and mentoring opportunities for SMEs from experienced industry professionals
- Encourage collaboration opportunities between large companies and SMEs so the enterprise focussed SMEs find a ready market for their products and services
- Provide platforms where SMEs can showcase their products and services
- Work with the government (both Centre and State) to develop IT/Industry Policies that specifically encourage SMEs (for example, entry and exit policies, funding, skill building and domestic market creation)
- Help set up “Start-up/Innovation hubs” that provide both the physical infrastructure and ecosystem for SMEs to get going easily

SMEs need to be serviced regionally; they do not have the reach and budgets to participate nationally. NRCs can be pivotal to making NASSCOM more relevant for SMEs, and an effort at EC level can strengthen and integrate NRCs, creating a virtuous loop.

Brief Profile

Nitin is Managing Director for Fidelity Worldwide Investment, India responsible for its offshore operations and Strategic Planning & Analytics functions for the company globally. He joined from McKinsey where he was Director of their global knowledge centre in India for 8 years developing nascent research back office into one of the largest knowledge centres in the world and building an innovation hub. He was also a consultant in McKinsey’s Delhi office working with financial institutions and industrial clients serving them on strategy, new business development and operations improvements. He also did an entrepreneurial stint, setting up ActiveKarma Ventures, a technology solutions company. He is recognized as a leader in the Indian IT and BPO industry, chairing NASSCOM Regional council for Haryana and GICs forum for North India. He regularly speaks at industry conferences and writes blogs on leadership and self-development. He holds an MBA from IIM Lucknow and B.Tech.

Company Profile

FIL India Business Services Private Limited is engaged in the business of IT services and Information Technology Enabled Services to its customers based in Bermuda, United Kingdom, Europe, India and Asia. Some of the services provided by FIL India include but are not limited to designing and development of computer software, operational outsourcing, call centers, data processing, human resources services, including payroll, legal databases and IT security. We are now over 2200 strong employees and still growing.